1. Will DSS please confirm that the contract term is 3 years with optional two 1-year renewals as described in Section 1.12?

   Yes, DSS is going with a contract term of 3 years with the option of two 1-year renewals.

2. Due to the current threat of virus infection to both vendor and state staff that is associated with the creation and handling of hard copy submission resources, will DSS please forgo its requirement for hard copy submission resources and instead accept an emailed version of all proposal documents?

   During this time an electronic only submission would be allowed. Please email dawson.lewis@state.sd.us and he can assist with that process. Keep in mind it may take our IT Department 3 to 4 business days to get everything set up.

3. Will DSS continue to complete its own claim identification and submit those specific claims for the vendor to bill or will DSS consider allowing the vendor to perform the claim identification process?

   At this time DSS will complete its own claim identification and submit those claims for billing. DSS does not have any plans of changing this process.

4. Because the RFP requirement numbering skips from 3.10 to 3.13, will DSS please confirm that there are no RFP requirements numbered 3.11 nor 3.12 to which the vendor is required to respond?

   This was an oversight and there are no requirements numbered 3.11 or 3.12 which the vendor is required to respond to.

5. Will DSS please provide the State's Business Associate Agreement to bidders for review or advise if bidders are to submit their form for the State's review?

   See Exhibit C.

6. Does the claims data format to be provided to the vendor have all required elements for the HIPAA required electronic billing format?

   DSS will provide all data fields that are collected.

7. Can the Department provide a file layout for the claims data to be provided to the vendor?

   See attachment D – Claims data file layout

8. Please verify that the dates/time in section 1.10 should be 4/21 and 4/28, rather than 3/24 and 4/7

   This was an oversight and the dates 04/21/2020 and 04/28/2020 are the correct dates.

9. What approximate percentage of the approximate 100k currently eligible Medicaid recipients have a currently active TPL resource identified on the MMIS?

   The approximate percentage of Medicaid recipients that have a currently active TPL resource is 15%.

10. Does this project include identifying Medicare and any other third-party resource?

   The project would identify major medical plans only. No Medicare, dental, vision, or pharmacy plans would be identified at this time.

11. Does the TPL record provided by the Department include the contact information for these insurers?

   DSS will provide the TPL information that we have available. Contact information may not be included for every record.

12. Would the Department consider the submission of the company's current U.S. Federal Tax Return submission prepared by a Certified Public Accountant (CPA), and the company's internal financial statements acceptable to meet this requirement?

   This is a requirement set forth by the State of South Dakota and this requirement may not be changed by the Department.

13. Is there a requirement for vendor to provide on-site staff or functions, or is the Department referring to vendor being available to attend on-site meetings?

   There is no requirement for the vendor to provide on-site staff or functions and this requirement is referring to the vendor being available to attend on-site meetings if it is deemed necessary.

14. Should the Cost Proposal in Section 5.2.4 be sealed separately from the Technical Proposal?

   Yes, the Cost Proposal should be sealed separately from the Technical Proposal.

15. Will eligibility files direct from the payer be considered an approved source of verification?

   Yes, this would be an approved source of verification.

16. Currently, does the Department's TPL Division contract with a vendor to perform the recovery services, such as follow-up and denial management, on the claims generated as described in this RFP?

No, the Department performs the recovery services in house with Department employees.

17. How many medical providers does the State need electronic claims filed for?

DSS currently submits claims to 73 different insurance providers each month on average.

18. Anticipated claim volume per month?

The average claim volume for the last three years is 4,934 claims per month.

19. What is the typical monthly churn rate for Medicaid roster?

Based on FY2020 YTD data our average monthly churn rate is -0.28%.

20. South Dakota jobless \ unemployment claims are estimated to rise 10x in 2020. What do see as the # of additional Medicaid enrollees over the next 2 yrs relating to this increase in jobless claims?

We do not have this information readily available at this time.

21. There is a cost associated with running the eligibility data matching service monthly as required on the entire data set of medicaid enrollee claims, whether the service returns any data matches or not. Do you anticipate paying for this service whether the service returns any data matches or not?

DSS anticipates only paying for matches identified with other third parties who are responsible for payment of health, medical care, and other benefits available under the Department's programs.

Year	Total # of Medicaid Enrollees	Total # of Claims Filed	Total $ Value of Claims Files	Ave $ of Claims Filed	# of Claims filed over $10k	Total # of Claims found with 3rd party Reimbursement	Total $ Claims found with 3rd party Reimbursement
2017	148,366	5.5 M	$931.90 M	$169.44	not tracked	55,561	$14,691,178.00
2018	147,438	5.6 M	$949.89 M	$169.62	not tracked	59,267	$13,628,377.00
2019	144,401	5.9 M	$967.18 M	$163.93	not tracked	62,826	13,855,789
RFP Data	#100,000	# 4.5M					
2020 YTD	unavailabe	unavailable	unavailable	unavailable	not tracked	45,700	$9,290,268.00

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